

THE MIAMI-DADE GLOBAL TRADER

Message from the ITC
Chair:



On behalf of the Mayor, the Chairperson and the Board of County Commissioners, residents, and members of the international trade community, welcome to the Jay Malina International Trade Consortium's (ITC) newsletter, the Miami-Dade Global Trader.

The mission of the ITC is to promote two way international trade through Miami-Dade County. In addition to its skilled multilingual and multicultural human resources Miami-Dade counts on state-of-the-art infrastructure to support global trade through Miami International Airport (MIA) and the Dante B. Fascell Port of Miami. Our communications infrastructure, international banking community, and professionals facilitate trade related activities to meet the demands of the global business environment.

Welcome to the ITC your one-stop-center for all your international trade needs.

Inside this issue:

Venezuelan Delegation	2
Nigerian Delegation	2
ITC's Activities	2
SisterCitiesConference	3
Sister Cities Activities	3
Upcoming Events	4



VOLUME 2 · ISSUE 8

AUGUST/September 2005

US-ANDEAN FREE TRADE AGREEMENTS NEGOTIATIONS

The XI Round of the US-Andean Free Trade Agreement (FTA) Negotiations were held in Miami from July 18-22. The negotiations were a resounding success for Miami-Dade County. As expressed by Dr. Oswaldo Molestina, Minister of Foreign Trade, Industrialization, Fisheries and Competitiveness, and Chief Negotiator for Ecuador, "This is the best round that the United States organized."

More than 500 delegates from Colombia, Ecuador, Peru, Bolivia and the United States joined to discuss issues of importance towards establishing a Free Trade Agreement. All subjects were addressed except for agricultural topics who hold meetings separately at different time.

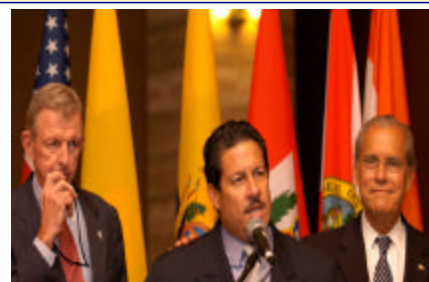
The negotiators for customs and competition reached agreement during the negotiations. Great progress were made in the areas of trademarks, patents and product safety. Other aspects to be resolved remain in the area of intellectual property and places of origin. Four out of 22 chapters have been finalized for the final accord.

The next round of negotiations will take place during September in Colombia. According to the Chief Peruvian Negotiator Pablo de la Flor, during the closing press conference, "I think we have finally reached the last stage of this negotiation. There is light at the end of the tunnel."

Chief Negotiators Meeting:
On the right side, The United States, chief negotiator Regina Vargo; on the back side, Colombia, chief negotiator Hernado Jose Gomez; to the left, Peru, chief negotiator, Pablo de la Flor; and at the front, Ecuador, chief negotiator, Dr. Oswaldo Molestina Zavala



From left to right, Beatriz Arana, moderator, Bennett Harman, Deputy Chief U.S. Negotiator, Hernando Jose Gomez, Chief Negotiator for Colombia, Dr. Oswaldo Molestina Zavala, Chief Negotiator for Ecuador and Pablo de la Flor, Chief Negotiator for Peru



At the welcome reception, from left to right, Ambassador Charles Cobb, Commissioner Jose "Pepe" Diaz and Commissioner Sen. Javier Souto



DELEGATION VISIT FROM VENEZUELA

The Jay Malina International Trade Consortium (ITC) was recently contacted by the Miami-Dade Legislative Delegation to host a visit from a Venezuelan delegation.

The American Council of Young Political Leaders sponsored, through a grant from the U.S. Department of State, the visit of a delegation from Venezuela as part of a political exchange. The Venezuelan delega-

tion consisted of representatives from the various political parties in the nation such as; Accion Democratica, COPEI, Movimiento al Socialismo, Primero Justicia, Proyecto Venezuela, Movimiento V Republica and Movimiento Independiente por Maracaibo.

The delegation met with the Executive Director of the ITC, Manny Gonzalez, who discussed the impact of the Venezuelan popu-

lation in South Florida, mentioning Miami-Dade in particular.

In 2002, the US Census reported 21,600 Venezuelans in Miami-Dade County. Current reports estimate that the number has increased and may be more than 30,000.

The delegation heard a presentation about the functions of ITC and were presented Distinguished Visitor Certificates on behalf of Commissioner Diaz.

IN-BOUND DELEGATION FROM RIVERS STATE, NIGERIA

Thirty-four legislators from Rivers State House of Assembly, Nigeria, visited Miami-Dade County from June 11 – 25, 2005. The delegation was led by the Speaker of the House, Honorable Chibuike R. Amaechi.

The Jay Malina International Trade Consortium organized a 2-day program for the visiting dignitaries at the Stephen P.

Clarke Government Center on Governmental & Legislative Affairs. The following speakers were on hand to make presentations to the delegation - Mr. Pete Hernandez, Deputy County Manager; Joe Rasco, Director, Office of Intergovernmental Affairs; Tony Okonmah, Executive Director, Foundation for Democracy in Africa and Bryant Salter, Enterprise Florida.

The delegation also visited the Miami International Airport and Port of Miami. The trip was organized in conjunction with the RiversNet organization based in Miami. The 14-day visit had an economic impact of more than \$150,000.

Nigeria is South Florida's second largest trading partner from Africa. It had a total trade value of \$16 million in 2004.

ITC's ACTIVITIES

*

The ITC was a sponsor of the The Greater Miami Chamber of Commerce. (GMCC) took an outgoing mission to Brazil (under their Americas Linkages Program), May 2-6, 2005. GMCC recently reported their mission's results:

Reported 3 business leads out of 22 business appointments resulting in

\$37,700 in immediate sales; expected future sales of \$14.06 million over the next 12 months; expected representation agreements totaling \$3.5 million over the next 12 months; and expected joint ventures worth \$1.6 million over the next 12 months.

*

The ITC was a sponsor of the Asian Business Conference & Networking

Reception held on August 4, 2005 at the Miami Free Zone. Speakers at the Conference included the Consul General of China, Hon. Consul General of Korea, Vice Consul of Japan, Commissioner Jose "Pepe" Diaz, Juan Bermudez, Mayor, City of Doral, Darell Kelly, Pres. & CEO of Enterprise FL, Hal Sumrall, Chairman of FL-China & FL-Korea Assoc., and many others.

SISTER CITIES INTERNATIONAL ANNUAL CONFERENCE

The Miami-Dade County Sister Cities Program participated in the Sister Cities International Annual Conference in Spokane, Washington from July 27-31, 2005.

Ms. Silvia Unzueta member of the Sister Cities Program Coordinating Council, and Mayda C. Rescendi, Sister Cities Program Coordinator attended the conference.

More than 500 delegates from all over the world participate in the conference with distinguished key note speakers including Ambassador, Tom Foley; Michael A. Guido, Mayor of Dearborn, Michigan; Amira Sonbol, Associate Professor of Georgetown University School of Foreign Service for Muslim-Christian Understanding.

Topics of discussion in-

cluded:

- Addressing Global Challenges through Local Solutions in the 21st Century
- Connecting Communities for the 50th Anniversary Celebration / Summit for Citizen Diplomacy
- Trade Making
- Cultural Sensitivity – Protocol Issues
- Government Leadership and Citizen Empowerment
- Arts and Culture Capacity Building – SCI promotional opportunities

The Community Summit for Citizen Diplomacy was attended by citizens from the Spokane area and conference attendees. Participants learned about community summit themes, process and outcomes, how a community summit works and how to advocate for the recom-

mendations that would be developed. All the Sister Cities Communities were encouraged to hold their own summit and to take the results to the final summit in Washington, DC, during the 50th Anniversary celebration in July 2006.

The Conference also addressed global challenges that impact our societies, recognizing our shrinking globe and why communities must be internationally engaged through local government's involvement and citizen diplomats.

Ms. Unzueta and Ms. Rescendi attended the Florida Caucus where they met candidates for the Sister Cities Board of Directors. and delegated from the State of Florida.

As a result of the discussion with the representatives from different cities in Florida a contact list would be made available to all Florida members. At the meeting Ms. Unzueta and Ms. Rescendi discussed the upcoming Protocol Conference and distributed the Save the Date for the event.

Sister Cities International representatives indicated they were interested in reaching out to Latin America and would collaborate with Miami-Dade County to organize the VIII Sister Cities Forum and recruit more participants from the United States.

SISTER CITIES UPCOMING ACTIVITIES



August 27 to Sept. 3:
Business Development Mission to Sweden
by The Jay Malina International Trade Consortium (ITC) of Miami-Dade County and Miami-Dade Sister Cities Program
Contact: Mayda Rescendi
Tel: 305-375-5280
mresc@miamidade.gov



Sept. 14 to 16:
Travel & Tourism Symposium

Sponsored by: Miami-Dade County, City of Miami, and Miami Beach Sister Cities Programs
Contact: Mayda Rescendi
Tel: 305-375-5280
mresc@miamidade.gov



September 16 to October 16:

Third Annual Miami-Dade Celebrates the Art of its Sister Cities

At Miami Dade College's Tower Theater
Contact: Mayda Rescendi
Tel: 305-375-5280
mresc@miamidade.gov



Oct. 27 to 29: (Postponed to March 2006)
First Miami-Dade Protocol Conference





Stephen P. Clark Center
111 N.W. First Street,
Suite 2560
Miami, Florida 33128

Phone: +305-375-5808
Fax: +305-679-7895
Email: itc@miamidade.gov

We're on the Web!
<http://www.MiamiDade.gov/ITC>



"Miami-Dade County's Official Agency for International Trade..."

ITC Programs

Incoming Trade Missions:

As the premier support center of the County's global trade efforts, the International Trade Consortium provides in-coming trade missions with valuable information about trade resources and opportunities.

Outgoing Trade Missions:

Air Cargo and Route Development Missions

The International Trade Consortium and Miami International Airport (MIA) collaborate on a program designed to encourage new direct air service into Miami International Airport to stimulate passenger and cargo traffic.

Third -Party Outgoing Missions:

The International Trade Consortium supports missions organized by third-parties that promote Florida-traded products. Missions with strategic significance may be certified by the International Trade Consortium as an official Miami-Dade County mission.

The Caribbean Trade Initiative (CTI) Program

In recognition of the proximity and tremendous trade relationship among the CBI nations and Miami-Dade County, the International Trade Consortium established the Caribbean Trade Initiative program to increase two-way merchandise trade between Miami-Dade County and the Caribbean, promote the resources and services offered through the International Trade Consortium to the general Caribbean business community, promote greater interaction with the Caribbean business community through networking and matchmaking.



August 17-19: FLORIDA INTERNATIONAL MEDICAL EXPO

Miami Beach Convention Center

Contact: Brad Mandell
Tel: (941) 366-2554
Fax: (941) 366-9861
www.fimeshow.com

August 16-19: OUTGOING TRADE MISSION TO COSTA RICA

by CAMACOL
Contact: Lucy Godur
Tel: (305) 642-3870 x 220
lucyg@camacol.org

August 24-26; OUTGOING TRADE MISSION TO LIMA, PERU

by Enterprise Florida
Contact: Ivan Barrios
Tel: (305) 569-2660
ibarrios@eflorida.com

August 27- Sept. 3: BUSINESS DEVELOPMENT MISSION TO SWEDEN

by The Jay Malina International Trade Consortium

(ITC) of Miami-Dade County
Contact: Mayda Rescendi
Tel: 305-375-5280
mresc@miamidade.gov

August 26 - Sept. 18: X INTERNATIONAL BALLET FESTIVAL OF MIAMI

by Miami Hispanic Ballet and American Airlines
Various locations
<http://www.miamihispanicballet.com/newsfest.htm>

August 28: MTV MUSIC AWARDS American Arena www.AAArena.com

Sept. 2-4: INTERNATIONAL GEM & JEWELRY SHOW

Miami Beach Convention Center
Contact: Arnold Duke
Tel: (301) 294-1640
Fax: (301) 294-0034
www.intergem.net

Sept. 12-13: CDMA America's Congress

Miami Beach Convention Center
Contact: Krista Minitelli
Tel: (212) 661-3500
Fax: (212) 661-6045
www.iirusa.com

Sept. 14-16: MIAMI DADE'S FIRST ANNUAL SISTER CITIES TRAVEL & TOURISM SYMPOSIUM

by Miami-Dade, Miami and Miami Beach Sister Cities Program
Contact: Mayda Rescendi
Tel: (305) 375-5808
mresc@miamidade.gov
www.miamibeachsistercities.com

Please note that dates are subject to change. To announce upcoming events please call (305) 375-1660.